RCSA IN FOCUS

PROMOTING EQUITABLE SUSTAINABLE GROWTH IN A DEMOCRATIC SOUTHERN AFRICA

1st QUARTER 2005

IN FOCUS

by Gerry Cashion, RCSA Mission Director



I have been on the job as Director of the Regional Center for Southern Africa for 10 months and have been fortunate to work with a highly dedicated staff. In these several months, we have been able to identify and reach agreement on RCSA priorities.

The RCSA provides services to USAID missions and U.S. embassies in the southern Africa region. They are our customers. And put simply, RCSA has made customer service its top priority. We hope that our service support helps missions and embassies effectively implement their programs and make a development or diplomatic difference.

Early in fiscal year 2005, RCSA conducted a customer service survey. Its purpose was three-fold: to get a report card from our clients, to help us better understand the needs of our customers,

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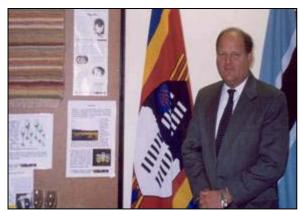
AROUND THE CORNER: Upcoming RCSA Events



U.S. Ambassador June Carter Perry at the Trade Hub

ON THE MOVE

n the last few months, the RCSA has hosted two visiting U.S. Ambassadors: **Ambassador Lewis Lucke** (Swaziland) and **Ambassador June Carter Perry** (Lesotho). Both ambassadors are in countries without a USAID bilateral mission. They rely on the RCSA to provide services and implement regional programs in their countries.



U.S. Ambassador Lewis Lucke at the Trade Hub

The ambassadors held consultations with RCSA program managers on how best to adapt regional programs to suit their host countries' needs. They also visited the Trade Hub to meet with the implementing team of this important regional activity to promote trade and the competitiveness of the southern Africa economy.



U.S. Ambassador Joseph Huggins and Deputy Chief of Mission Lois Aroian at the Trade Hub

In March, U.S. Ambassador Joseph Huggins (Botswana) and Deputy Chief of Mission (DCM) Lois Aroian also visited the Trade Hub. Ambassador Huggins and DCM Aroian were accompanied by RCSA management and program staff. They consulted with the Trade Hub team on competitiveness and trade facilitation.

In April, the RCSA with the Trade Hub hosted an **All-Partners Meeting**. The one-day event provided an opportunity for all of RCSA's new implementing partners to share program plans and identify areas for further collaboration.



All Partners Meeting at Trade Hub

Partners represented at the event were: The Services Group (TSG), Nathan Associates, Chemonics Corporation, Abt Associates, Carana Corporation, Michigan State University,

FANRPAN (Food and Agricultural Research and Policy Network), University of Stellenbosch, University of Pretoria, Oregon State University, the SADC Parliamentary Forum, Development Associates Inc. (DAI), and Associates in Rural Development (ARD).

With support from the RCSA's Integrated River Basin Management (IRBM) program, the tenth meeting of the **Permanent Okavango River Basin Water Commission (OKACOM)** took place during April in Botswana. The meeting was attended by full delegations from the OKACOM member states: Angola, Botswana, and Namibia. OKACOM was established in 1994 to promote cooperation and coordination in the use and development of the water resources shared by these three countries. A key milestone achieved at the April meeting was consensus to establish a permanent OKACOM secretariat.



The Okavango River Basin is the focus of RCSA's Integrated River Basin Management activity.

The April meeting provided an opportunity for OKACOM members to shape the RCSA program to suit their needs. The original program strategy was developed with OKACOM in a planning workshop in February 2004, where a participant from Namibia said:

"...the process of bringing everyone together in the design process was excellent...OKACOM and the Commissioners are clear about where they are going and everyone is thinking the same way."

For more information about the Integrated River Basin Management activity, contact <u>Keith Kline</u>.

IN THE SPOTLIGHT: RCSA's New Activity Managers

he RCSA is pleased to introduce its new roster of Activity Managers. Together they manage a program portfolio that implements activities at the rate of \$20 million per year.

Keith Kline

Keith joined the RCSA in September 2004 to manage the Integrated River Basin Management (IRBM) program. This program focuses on improving the management of shared river basins, starting with the Okavango River Basin. Keith has 20 years of experience implementing and managing USAID activities, primarily in Latin America where he served as team leader for environmental programs for over a decade. He has expertise in activity design and evaluation involving parks, land tenure, energy and conflict resolution.

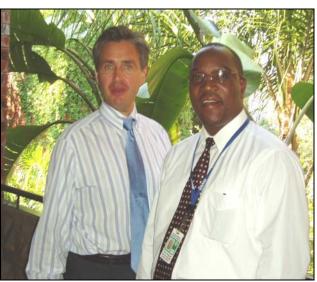


Keith Kline - Integrated River Basin Management

Lawrence Johnson & Victor Mong-gae Lawrence and Victor jointly manage RCSA's activity to increase the competitiveness of Southern Africa in the global market. The

Southern Africa in the global market. The keystone of this activity is the Southern Africa Global Competitiveness Hub (Trade Hub).

Lawrence joined the RCSA in June 2004 and has an extensive background in private sector agribusiness. Previously, Lawrence worked with USAID/Romania as Senior Agribusiness Advisor where he focused on European Union accession and agribusiness development. Most recently, Lawrence was the director of New Business Development at Basic American Foods, in charge of developing their functional foods and ingredients business.



Lawrence Johnson & Victor Mong-gae - Trade Hub

Victor joined the mission in June 2004 from Enterprise Botswana, an entrepreneurship training and development institute. He brings to the RCSA expertise in business skills training and development, and developing business-to-business linkages in Botswana and the region. In his previous position, Victor has assisted numerous Botswana businesses to become globally competitive.

Jerry Brown & Cecilia Khupe

The RCSA activity to diversify rural livelihoods in Southern Africa is co-managed by Jerry and Cecilia. This regional program is helping small-scale producers to supply commercial markets and diversify the agricultural production of resource poor farmers in order to increase their resilience to economic and climatic crises.

Jerry came to the RCSA in 2003 and is a USAID veteran. Prior to moving to the RCSA, Jerry has served as Agribusiness Advisor to the USAID Africa Bureau, providing support to missions and the Bureau in agricultural and conservation enterprise and micro-enterprise. With the US Department of Agriculture, Jerry led the Trade

and Investment Program and created and managed the Department's Agribusiness Information Center.



Jerry Brown & Cecilia Khupe – Rural Livelihoods Diversified

Cecilia joined the RCSA in 2000. She has worked for the Botswana Ministry of Agriculture as an Agricultural Economist. Cecilia played a role in bilateral, regional, and global trade negotiations, and dealt extensively with the donor community. Since joining the mission, Cecilia has worked to strengthen regional trade, finance and investment, and infrastructure development associations.

Keboitse Machangana & Thato Jensen

Keboitse and Thato co-manage the "Partnerships for Electoral Progress" program which promotes free, fair and open elections in Southern Africa.



Keboitse Machangana & Thato Jensen – Partnership for Electoral Progress

Keboitse joined the RCSA in 2002. Prior to the RCSA, Keboitse was the Executive Director for the Emang Basadi Women's Association, a leading women's organization in Botswana. Her interest in gender and community affairs is expressed in the roles she has played with the Women's NGO Coalition (Chairperson), Skillshare International (Chairperson), the National Vision Council, and the SADC Gender Advisory Committee.

Thato is the newest member of the RCSA program implementation team, having joined the mission in January 2005. Most recently he was an Associate Consultant for a private consulting firm specializing in health, development, and organization development management. Previously, Thato was a Research and Training Officer with the Cooperation for Research, Development, and Education, an NGO which promotes participatory development techniques in rural development.

The Training Platform

he RCSA's Regional Contracting Office (RCO) hosted 33 participants from seven missions in March for three training courses for Cognizant Technical Officers (CTO), those involved in administering USAID contracts and grants. The CTO Certification Training Program consists of two courses designed to provide USAID staff with the basic knowledge and skills they need to carry out their role as an Agency CTO. The two courses (Acquisition Management and Assistance Management) ran five days each and covered a range of topics including: planning, pre-award and competition requirements, statements of work and program descriptions, and post-award administration. The third course, Management and Supervisory Training, was for supervisors of CTOs and senior managers who are involved in the acquisition and assistance process.

In January and February, the Regional Financial Management Office (RFMO) and the RCO hosted participants from thirteen missions for **How to Conduct a Pre-Award Assessment** training and a **Personal Services Contract (PSC)** workshop. Participants included procurement, controller, and executive office staff from missions throughout southern Africa, as well as West Africa. The Pre-Award training provided practical guidance to

mission personnel who have the responsibility to conduct "grant worthiness" assessments of potential implementing partners. The PSC Workshop is part of the USAID Procurement Management Certification Program (PMCP). The Workshop addresses the authority, policy, and procedures under which USAID enters into contracts with U.S. citizens, Cooperating Country Nationals, and Third Country Nationals for personal services abroad.



RCSA hosted a regional contracting course in February.

For more information about PMCP training events, contact Ron Stanley (USAID/W). For more information about RCSA sponsored financial training, contact Eileen Devitt.

In March, the Trade Hub partnered with U.S. Embassy - Gaborone for a two-day Joint Trade **Hub - U.S. Embassy Training** for Embassy economic officers with commercial services responsibilities. The event attracted Embassy participants from nine countries. The first day, devoted to working with other U.S. government agencies to promote business linkages and trade. was opened by U.S. Ambassador to Botswana Joseph Huggins and Johnny Brown, Minister Counselor for Commercial Affairs for the U.S. Foreign Commercial Service in South Africa. Other U.S. government agencies represented included the Export-Import Bank, the U.S. Department of Agriculture, and the Overseas Private Investment Corporation.

Day Two focused on specific issues and opportunities facing the Southern Africa region, and how the Trade Hub can assist the region in meeting its economic development goals. The

session was opened by RCSA Mission Director Gerald Cashion and featured a keynote speech from Sindiso Ngwenya, Assistant Secretary General of COMESA (Common Market for East and Southern Africa). Panelists were drawn from Trade Hub experts, as well as representatives of the private sector in the region.

For more information about Trade Hub training events, contact <u>Lawrence Johnson</u>.

FOCUS ON: The Millennium Challenge Account

Millennium Challenge Corporation (MCC)
Compact was signed with the Government
of Madagascar on April 18, 2005 to provide
\$110 million of assistance. This was the first
Compact to be issued by the MCC. The Compact
will address rural poverty in Madagascar through
projects in land tenure, finance, and agricultural
business. The USAID Office of the General
Counsel (GC), the USAID Policy and Planning
Coordination Bureau (PPC), the USAID Office of
Financial Management (M/FM) and
USAID/Madagascar (Mission), along with the
Regional Legal and Contracting Offices at the
RCSA, all provided support to the MCC to prepare
for this Compact.

Before the Compact was signed, MCC requested USAID to manage the baseline data collection for monitoring and evaluation of MCA activities; this fulfills a precondition for implementation of MCA activities. To accomplish this, GC, PPC, M/FM, and USAID/Madagascar all contributed to drafting and negotiating an interagency agreement between USAID and MCC.

The RCSA Regional Legal Advisor (RLA), along with USAID/Madagascar, drafted and negotiated a Limited Scope Grant Agreement with the Ministry of Finance, Economy and Budget. This Agreement made it possible for the Government of Madagascar to accept assistance from the MCC through USAID to carry out the baseline data collection.

USAID/Madagascar is now set to manage baseline data collection studies in the enterprise, agricultural, and household sectors that total approximately \$1 million. INSTAT, the Madagascar statistical agency, will carry out the studies. The RCSA Regional Contracting Office (RCO), along with the Madagascar USAID mission, worked specifically with INSTAT. The Mission has arranged for professional technical assistance to strengthen the administrative and financial management systems of INSTAT.

Stephen Brent (PPC), Stephen Kaplitt (GC), Tom Clarkson (M/FM), Jason Fraser (RLA), Cynthia Judge (RCO), Manny Marroquin (RCO), Stephen Haykin (Mission Director), Claire Johnson (Mission Controller), Robert Rhodes (Supervisory Project Development Officer), Frederique Rakotoarivelo (Contracting Specialist) and Jean-Patrice Randraiamampionona (Financial Analyst) each provided extraordinary support to putting the MCA monitoring and evaluation activity in place.

SOUTHERN AFRICA GLOBAL COMPETITIVENESS HUB



TRADE HUB HAPPENINGS

Malawi Export Success in the Making. The Trade Hub will partner with Support for Agriculturally-Linked Enterprises (SALES – a USAID/Malawi activity) and the Africa Fast Track Trade program to send Nali Peri-Peri Sauce to the Fancy Food Show in the United States (Chicago, IL) during May 2005. The chili sauce manufacturing business was established in Blantyre, Malawi in 1974. Since that time, the company has evolved into Nali Foods and Nali Export, which exports sauces to Mozambique, Zambia, and Zimbabwe. The company recently redesigned its packaging and its business model for exports and is looking to expand to the U.S. market.

Support for the SACU Secretariat. In response to a request for assistance from the Executive Secretary of the Southern Africa Customs Union (SACU), the Trade Hub is working with the SACU Secretariat to develop a comprehensive business

plan. While SACU has been in existence since 1910, the new SACU Agreement signed last year created the Secretariat and established its authorities. The SACU member countries are: Botswana, Lesotho, Namibia, South Africa, and Swaziland.

Success at the Los Angeles Gift Show. The Trade Hub, in cooperation with the Africa Fast Track Trade program, sponsored companies from Swaziland to attend the Los Angeles Gift Show in January, the largest gift and craft show in the U.S. The Swazi delegation secured over \$13,000 in new orders of eligible products under the African Growth and Opportunity Act (AGOA). The Swazi companies expect orders to double this year as a result of this event.

New Orders for Lesotho Garment

Manufacturers. In support of AGOA, the Trade Hub assisted a public-private delegation from Lesotho to visit the U.S. The delegation was led by the Lesotho Minister of Trade and U.S. Ambassador to Lesotho, June Carter Perry. The Lesotho apparel companies secured new orders from The Gap, as well as an order from a new client, Gymboree.

See <u>www.satradehub.org</u> for more information on Trade Hub activities.

AROUND THE CORNER

Environmental Management Workshop. The RCSA will host, with the Africa Bureau, an Environmental Management Workshop. The Workshop will be held in Kasane, Botswana, May 17-20. The Workshop is directed to all Mission staff, especially Mission Environmental Officers, Program Managers, Cognizant Technical Officers, and other program support staff.

The training will emphasize compliance with USAID's environmental procedures, as well as cutting-edge environmental management issues that cross programmatic lines. Participants will learn about environmental safeguards and how to mainstream environmental considerations into USAID's core business. Relevant and emerging environmental management and sustainable development issues will be covered, including due diligence for Global Development Authority (GDA) and Development Credit Authority (DCA)

activities, the linkages between trade and environment, small and medium enterprise development, bio-safety, pesticide use, and other current issues that affect Africa ecosystems and the people they support.

The Africa Bureau encourages missions to identify Foreign Service National (FSN) staff who work closely with Mission Environmental Officers to attend. Participation by FSN staff provides enhanced continuity in environmental activities, as well as professional development.

For more information, contact <u>Camilien Jean Saint-Cyr</u>, Regional Environmental Advisor.

SATRN Researcher's Workshop. The Southern Africa Trade Research Network (SATRN), an RCSA grantee, will host a Researcher's Workshop in Livingstone, Zambia, May 16-20. The purpose of the Workshop is to review research currently being conducted by SATRN researchers and discuss methodology and new areas of research. Experienced researchers from the World Trade Organization (WTO), the World Bank, the Food and Agricultural Organization (FAO), and FLACSO, an Argentine economic research institution will be on hand as resource persons to provide guidance to the SATRN researchers.

SATRN researchers are currently conducting research in agricultural trade, industrial tariffs, and implementation of WTO agreements. In response to specific requests from Southern African policymakers, SATRN researchers will conduct research in trade facilitation in Mozambique and Tanzania. By building the capacity of regional researchers, SATRN develops the long-term ability of the region to effectively design and implement policies that will improve the region's trade performance.

For more information on SATRN, contact <u>Lisa</u> Whitley.

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and to improve our service delivery. The responses we received have helped us plan and deliver RCSA services more efficiently and we thank those of you that took the time to educate us.

What we discovered was that the "business" services (legal, financial, procurement) we provide to customers are highly valued. We also learned that that there was room for improvement in responding to customer requests guicker. We learned, moreover, that our customers accorded high ratings to the quality of technical services provided by RCSA's Trade Hub contractors. With a new team in place at the Hub, we look forward to continuing to provide responsive, high quality, needs-driven technical support to USAID missions and embassies in the region. Finally, we were pleased by the positive reception to the idea of greater collaboration between the RCSA and USAID mission technical officers.

At the end of this fiscal year, we will send you – our customers – another short survey and once again ask you to give us grades for the responsiveness and quality of RCSA services provided during the previous year. But of course, you should feel free to contact us with your feedback at any time – positive or negative. All of us at RCSA value your reactions, thoughts, comments, and suggestions. And we want to serve you the best we can.

Keep on trucking. Gerry